Now GRADUATE KAYWOODIE -AND YOU'LL NEVER BE SATISFIED WITH ORDINARY PIPES AGAIN

FLAME GRAIN KAYWOODIE (The Last Word in Pipes), \$10

SUPER GRAIN KAYWOODIE, \$5

STEMBITER KAYWOODIE, \$5

BANDED KAYWOODIE, \$5

CARBURETOR KAYWOODIE. \$4

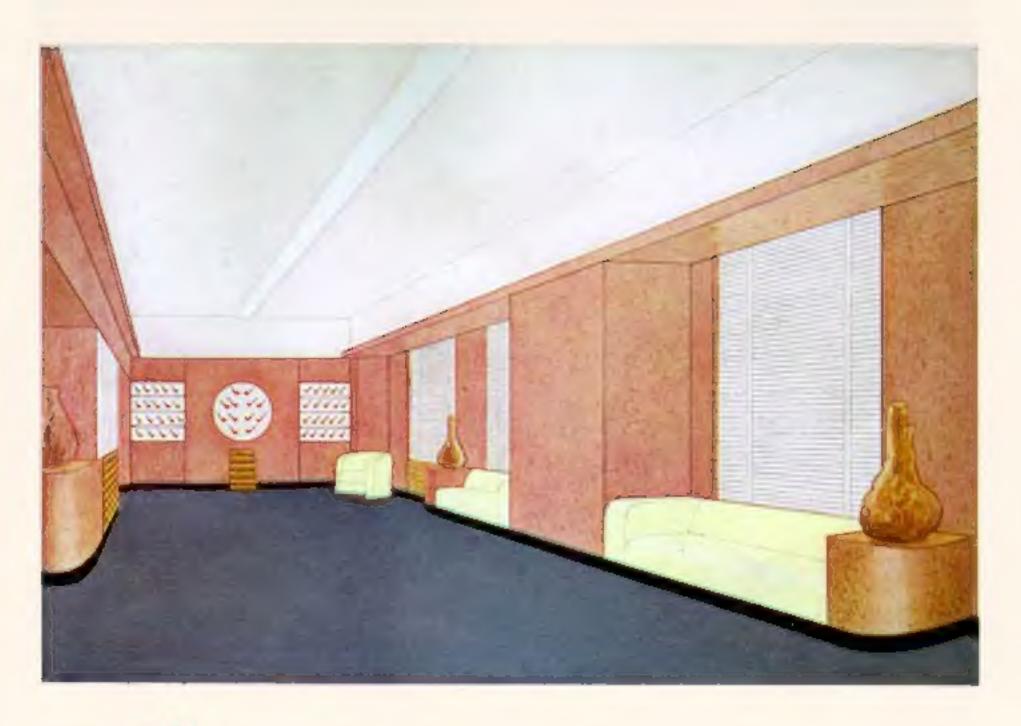
DRINKLESS KAYWOODIE, \$3.50

CALABASH KAYWOODIE, \$5-\$7.50-\$10-\$15-\$25

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NEW YORK AND LONDON



Un the same thou as Kaywoodis, Kaufayann Bros. & Benely displays

its entire line of pipes, featuring

the nationally advertised Yello-finle

KAYWOODIE

Invites You To Its New

HEADQUARTERS at ROCKEFELLER CENTER

Fifth Avenue, New York

Kaywoodie is now on display at the world's most famous address-Borkefeller Center, New York.

Here, Kaysomolic takes its place among the leaders of industry and commerce,

The new headquarters—with their spacious hearty and modern decorations—form a fitting background for the pipe that has established new high standards of quality in the pipe industry, created new profits for the trade, brought new values, greater pleasure and satisfaction to millions of pipe smokers,

More than any other pipe, Kaywoodie is responsible for the tremendous revival in pipe-moking. Today, it is admittedly the best known and best liked pipe in the world.

You are cordially invited to see Kaywoodie in the International Building at Rockefeller Center,

KAYWOODIE COMPANY

and KAUFMANN BROS. & BONDY, Inc.

Makers of Fine Pipes for 56 Years

International Building, Ruckefeller Center, 650 Fifth Acc., New York, N. Y.

Graduate to KAYWOODIE

Sell

KAYWOODIE PIPES

\$350, \$4, \$5, \$10, and up

Pipe-smokers are GRADUATING! Better pipes are becoming the vogue. Here is a simple method of selling Kaywoodies. Simply learn the following eight points by heart:

Balance — Kaywoodie feels right in your mouth. There is absolutely perfect balance between stem and bowl.

2 Style-Kaywoodie pipes are graceful, ordinary pipes are clumsy.

Perfect draft - Kaywoodies smoke freer than ordinary pipes-don't clog up.

The (amous Drinkless Attachment, greatest single improvement in pipe-smoking, keeps Kaywoodie sweeter, cooler and drier.

Kaywoodie is the easiest to clean—a single twist of the Synchro-Stem (a Kaywoodie feature) and off comes the mouth-piece! No sticking or yanking.

6 Kaywoodie briar is more perfectcosts three times as much as ordinary briar.

It takes 128 operations to make a Kaywoodie pipe—ordinary pipes take about 50.

We started making pipes in 1851—eighty-six years ago. Today we are the largest pipe-manufacturer and largest consumer of briar in the world.

These are the eight reasons why Kaywoodie smokes better than any ordinary pipe. You can easily make a \$3.50, \$1, \$5 or \$10 sale if you will tell your customer these facts—be is ready to hear them! Today smokers are rapidly learning that there is a difference in the taste of pipes.

Matched Grain Kaywoodies



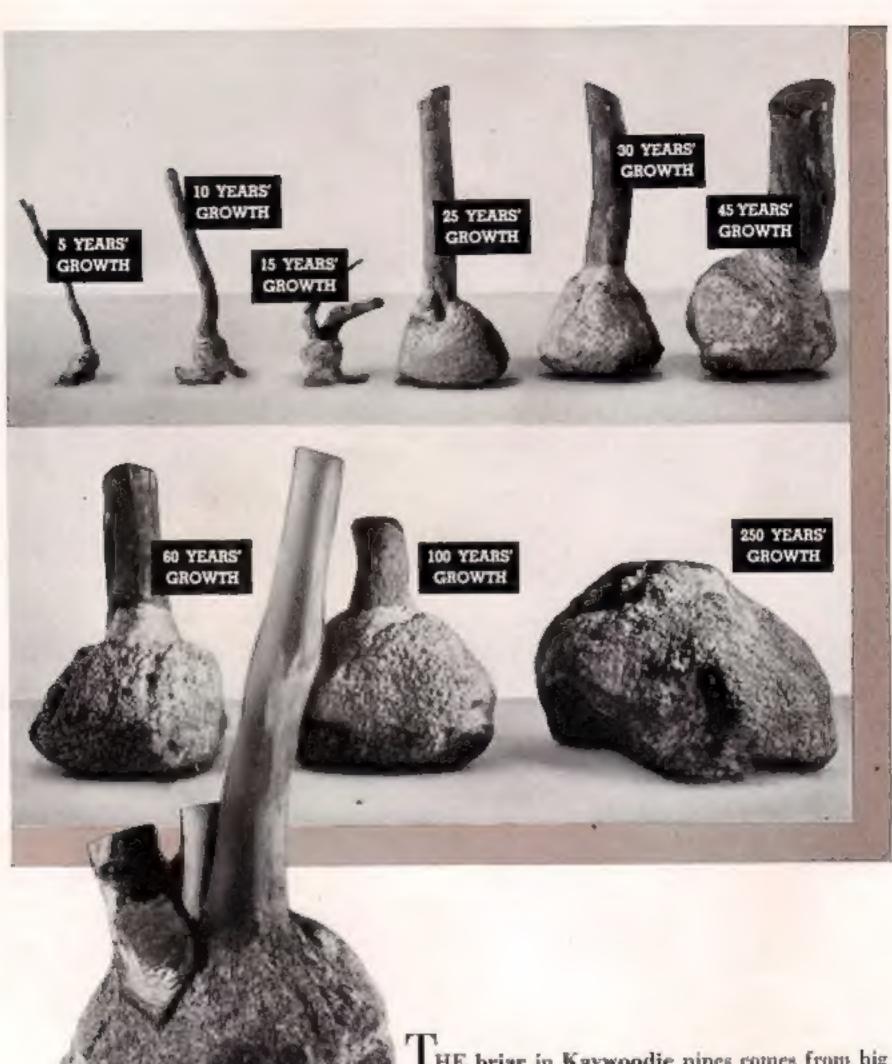
An Event of the Greatest Importance to a Few Men Who Love Pipes

N introducing Matched Grain Kaywoodie, the Kaywoodie Company announces something that has never happened before. We ourselves doubted that it was possible. Famous pipe smokers dreamed about it, but never thought it would happen. For the idea that "no two pipes are alike" long has been accepted as fact among pipe men. Yet now Kaywoodie has succeeded in doing the "impossible."

Kaywoodie has at its disposal immense stocks of cut briar. About eleven million (11,000,000) pieces per year. The oldest briar roots in the world—ancient giants, two and three and four hundred years old—found only in the mountains of Greece, are the exclusive property of Kaywoodie. From these choice and vast supplies, Kaywoodie, over a period of two decades, has patiently

built up a collection of specimens—extenordinary for the brilliance, symmetry and depth of their grain patterns.

As the collection grew, it was found that certain specimons actually did match. Thus Matched sets of varying numbers have been put together, depending entirely upon the run of the grampattern. There are not many of these Matched sets. Only a few men who love pipes will be able to secure one. But to their ers. Matched Grain Kaywoodie will be valued far above their purchase price. For they are the only Matched sets in entirere



The most valuable wood of all, known as Burks (solid masses or lumps) form on the roots of certain trees and shrubs. These burks are unlike the wood that grows above, and unlike the root proper.

The world prizes these Burl growths so highly that any ordinary small burl will bring 15 to 25 tunes as much as the trunk portion of the very same plant.

Kaywoodies of course are made from this burl formation.

THE briar in Kaywoodie pipes comes from big burls which have grown to maturity. These big burls of great age are getting scarcer all the time—and cost much more than ordinary briar which is dug up before it has a chance to grow to the proper size to make a good pipe. It requires the resources of the biggest pipe-manufacturers and consumers of briar in the world—Kaywoodie Company and Kaufmann Bros. & Bondy, Inc.—to secure a sufficient supply of these big briar burls.



ONLY THE "PRIME CUT" OF THE BRIAR IS USED IN KAYWOODIE

-Ordinary pipes are made from the Second Cuts

Many parts of every briar burl are not fit for a good pipe.

In making Kaywoodie, only the best portion is used marked "Kaywoodie" in the above picture—where the grain is "tight" and curly and free from imperfections.

Only a very small part of the whole burl is ever used for making Kaywoodie. Some of the remainder can be used for making ordinary pipes, as shown.

The center portion marked "Waste" should never be used for pipes. It is lumber-type grain.

Only the choicest cut, used for Kaywoodie, produces sweet-smoking, long-lasting pipes—cool and satisfying.

NOTE: Flame Grain Kaywoodies too, are made from the portion marked "Kaywoodie" where the briar is closegrained and sound—but in these rare cases Nature has provided an area of unusually beautiful and clear graining and big enough so that a whole pipe can be cut from it.

How KAYWOODIE PIPES are made

The Kaywoodie pieces of briar, from the prime cut of the bowl (marked "Kaywoodie" on page 4), are boiled in a special solution, to remove the sap and then seasaned from 6 months to 2 years, depending

on their comlition.

This shows one step in cutting the being into the shape of a pipe. First you cut out the bowl, shark and tobacco chamber to rough shape, and then these "roughs" must be fashioned into about 200 distinctive shapes of Kaywoodie pipes.

Before a Kaywoodie is ready for the showcase, it goes through 128 operations. The shank is bored with precision, to assure perfect draft, and the Synchro-Stem connection, the Drinkless Attachment and the mouthpiece are fitted in with the accuracy of a watch-maker.

A man's enthusiasm for his Kaywoodie comes in no small degree from the finely-grained briar which is superior in smoking enjoyment to ordinary briar, and which becomes more beautiful as the pipe ages in service. Smokers are proud of their Kaywoodies.

Sandpapered by Hand-Kaywoodie is sand-papered 10 times with coarse paper at first and then with finer and finer paper until the briar acquires a wonderful, hard surface, extremely durable.

• From the sanded howls, after inspection, the ones to be made into Kaywoodic pipes are selected by experts—these men have to have an almost instinctive knowledge of the wood. They have lived with briar for years and can tell from the graining whether the bowl is close-grained, absorbent and sweet-smoking. Out of every 100 briar blocks, only four finally become Kaywoodies, on the average-

The Kaywoodie pipe is polished with pumice, then with a special composition, then with Canuba was, and then is buffed by hand, It goes without saying that no varnish or lacquer of any kind is ever used on a Kaywoodie. The beautiful permanent finish comes from individual hand-operation on high-speed friction buffs.

"Mother nature is responsible for many Base in briar, Semethors, forming the tust, she tolds her liber about a bit of bark, a place of earth or even a stone, Sonotines a ween builds hinself a chairber in the burl. In any event, the thousan can't be found until the pipe is near completion. The studie in section, of course, discussionly flavor which are smaller. R. R. & R. has recently adopted the pelby of X-raying Kaywoodin pipes in order to discover foreign matter beneath the surthe of the wood.



After being cut, the Kaywoodie briar bowls are rigidly insperted, to find and weed out flaws, scars or other imperfections."

elsigning IS AN ART with Kaywoodie

Ordinary pipes are nothing but a piece of briar with a hole bored in it, and a stem stuck into that piece of wood.

Master designers are at work constantly to produce new models for Kaywoodie. There's an individuality to every Kaywoodie pipe and each shape has a purpose. Here are the points that guide the designers' work.

- They must smoke cool and they must smoke sweetdesign has a lot to do with this.
- Kaywoodies must have the proper balance between stem and bowl so they will feel right in the mouth.
- They must have character—must add to a man's looks, not detract from them as ordinary pipes do, so-

KAYWOODIES ARE DESIGNED TO FIT ALL THE DIFFERENT TYPES OF FACES

Most men's faces fit into one of four general types. Here are the four face-types. And underneath each are listed the Shapes of Kaywoodie pipes that are made to feel right and look right, for each different face

> -always refer to this listing, because selecting the correct shape in this way will enhance any man's appearance:



The following Numbers are for Young Men and Men with Young Looks

10	26	42
05	32	46
80	40	67



For	Older	Men,	Num	bers
39	62	S	5	95

For men who are used to cigarettes, and want to smoke a pipe, there are these Kaywoodie Shapes - designed for extra mildness, and to hold the same amount of tobocco as a cigarette. (These pipes make a perfect after-breakfast smoke and between the acts at the theatre-college men call them "between-dances" shapes.)

24	81	98	3 2	28	Z4H	Z98
31B	301	B 33	5B 4	48	46B	478
Most	smokers	graduate	from thes	shapes t	o a larger	shape.



For Thin Men and Tall Men, Numbers

06	61	80
04B	17	66
90	19B	29
71	91	208
37	76	03B
25B	26B	45B
47B	498	



For Short Men-

04	Fat Men. 2	Sumbers
65	50H	22
50	09B	- 14
84	-04	- 33
85	07	53
208	-11	-79

FLAME GRAIN KAYWOODIE



YOU hold the "survival of the fittest" in wood when you take a FLAME GRAIN KAYWOODIE in your hand. That piece of briar is King of its kind. It survived against wind, drought and rocky soil on the barren Mediterranean mountain-sides. Each piece is 100 to 400 years old. Pipes are usually made out of much younger wood, not more than 40 to 50 years old. FLAME GRAIN is the exception—a rare and valuable gift of mother nature.

Due to its great age, FLAME GRAIN briar has acquired a mellow, sweet smoking quality and a beauty of grain pattern never found in ordinary pipes. So rare is FLAME GRAIN that in 5,000 pieces of choice briar, seldom more than 8 or 12 of these specimen pieces are found.

Only because the Kaywoodie Company commands the world's largest supply of briar—11 million pieces annually—can FLAME GRAIN KAYWOODIE be made to sell for \$10.

HOW TO ORDER

Refer to pages headed "Shapes" to see the different shapes and shape numbers. Write down the name FLAME GRAIN and after it the shape number or numbers that you want, like this

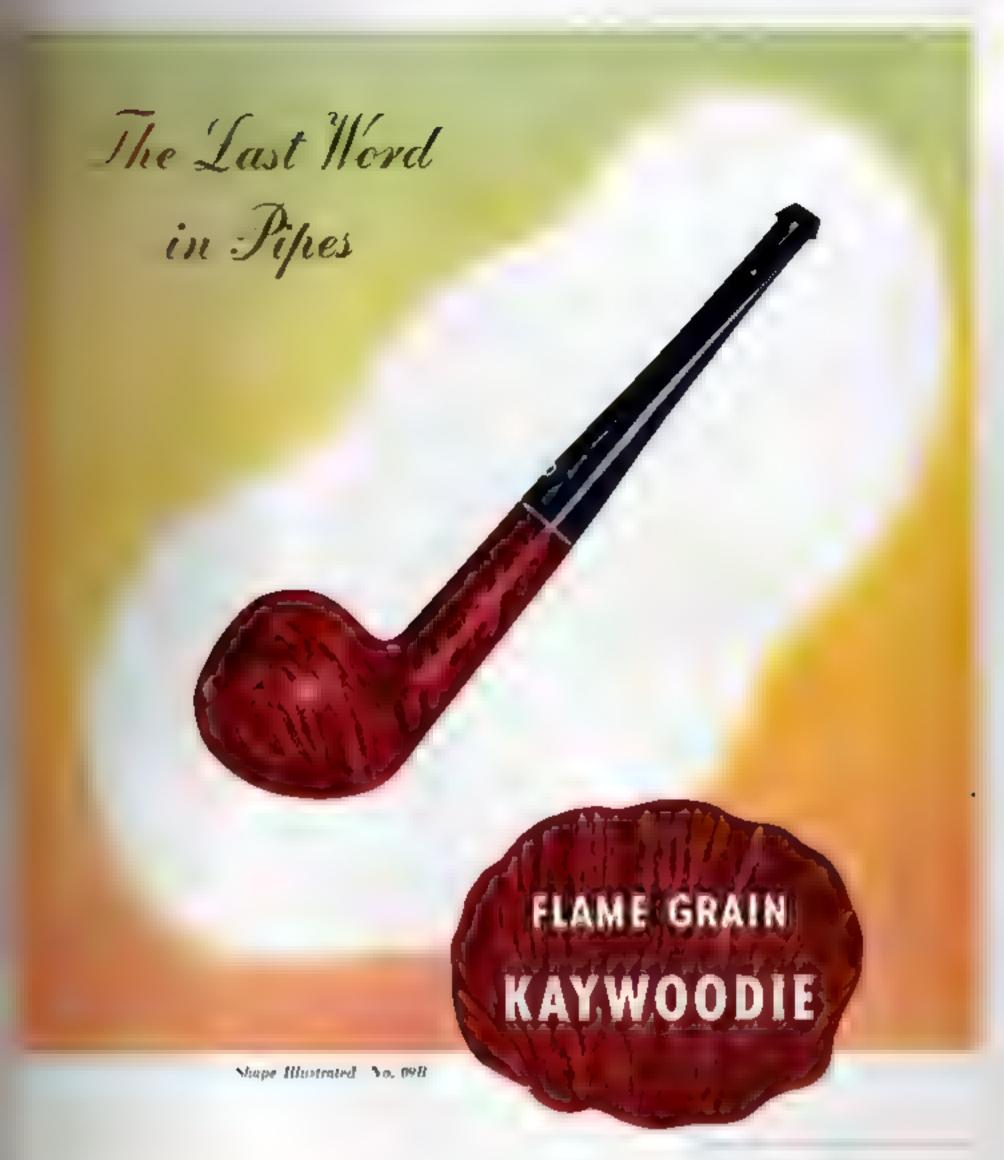
Piece(s) Flume Grain 08

Piece (s) Flame Grain 67

That's all you need do, to get \$10 FLAME GRAIN KAYWOODIE pipes. These pipes are made in all the shapes.



This is the distinguished FLAME GRAIN KAY-WOODIE Glass Dome Showense—a complete counter unit for 6 pipes. It displays FLAME GRAINS in all their striking beauty of color and grain pattern.



Navwoodie:- proud to present the most beautiful pipes in the world beats. #1 AME GRAIN KAYWOODIE. There are thousands of pupe emokers—men who have made their mark in the world of the professions—men on the way up—who want a pipe the FLAME GRAIN KAYWOODIE. The man who gets one has a real treasure of remarkable beauty, distinction and lasting satisfaction.



This distinguitied trade bark abords your Hamedora p Kay wouldens tribute to its unusual quality the insigning of "too King of Pipes."

This is the regular Kaywoodie tradescrark which appears on all other Kaywoodie pipes. The New BANDED

Super Grain_ KAYWOODIE

Specimen Pipes



BANDED

Banded Piper are furnished only in the \$5 Super-Grain Kaywoodie and only in the finish shows above

There's something very dignified, and at the same time very racy about its beautiful Band our modern treatment of the traditional British pipe. You see these pipes at Class Dinners and smart gatherings-each one a rare specimen of briar-grain from giant roots, like all Super-Gram Kaywoodies. Here's the pipe to smoke at formul functions.

HOW TO ORDER

Refer to pages headed "Shapes" to see the different shapes and shape numbers. Write down the word "Banded", and after it the shape number or numbers that you want, like this:

> Dozen Banded 08 Dozen Banded 67

That's att you need do, to get Bunded \$5 Super-Grain Kaywoodie pipes.

Banded Kaywoodies are made only in these shapes:

04, 05, 06, 08, 11, 13, 14, 17, 22, 29, 33, 39, 41, 42, 50, 51, 67, 69, 78, 895, 96, 06B, 08B, 09B, 50H, 52B.



BANDED SUPER-GRAINS ARE SPECIMEN PIPES-Made from gunt briar rootseach pipe has a beauty of natural genin and a sweetness of smoking never equalled in other pipes at \$5.00 or less

The Famous Drinkless Attochooms, eachsive with Kaywoodie. I keps your plosewaster, cooler and does. Greatest single emprovement in proc-smolery.



Synchro-Stem apens automatically with a to it of the lingers never gots thath Osep metal litting inside shork protects been from breakage.





SUPER-GRAINS ARE SPECIMEN PIPES made on lusively from eccently discovered Gunt contact These roots were found in vicini territory not in Calabria or Algeria where most bear comes from but in a new untouched field in Greece.

This is the

"VIRGIN" FINISH

No color at all—this Finish exposes the naked beauty of the briar itself. The finest details of the natural graining show with striking beauty. Virgin Finish Super-Grains are treated by a special process which makes them gradually color up to a beautiful dark brown shade as you smoke.



HOW TO ORDER Refer to pages bended "Shapes" to see the different shapes and shape numbers. Write down the word "Virgin" and after if the shape number or numbers that you want, like this

> Dozen Virgin 08 Dozen Virgin 67

That's all you need do, to get \$5 Super-Grain Kaywoodies with Vargin Finish. Only Super-Grains have this Finish.

These pipes are made in all the shapes.

The Foreign Denthins Attachment exclutive with Kapwoodie Reeps your pipe sweeter cooler and dries Greatest single approvement in pipe straking.



Synchro-Stem opens automatically with a tend of the Fogers—never gets stuck.

Deep metal fitting weide shank protects brian from breakage.





SUPER-GRAINS ARE SPECIMEN PIPES-

The greatest value ever offered to pipesmokers for \$0.00 made from Giant Roots that have acquired a care beauty and sweetness.

This is the beautiful "MIAMI" FINISH

A brand new pipe-color originated by Kaywoodie. It has an individuality and distinction not to be found in any other pipe, and the natural grain of the briar is brought out with very strong contrast. It shows off perfectly what beautiful specimens Nature can produce. A fine example of the fact that Kaywoodie leads the pipe-world in design and colors.

HOW TO ORDER Refer to pages headed "hapes" to see the different shades and shape numbers. Write down the word "Msana", and after at the shape number or numbers that you want, like this

Dozen Miami 08 Dozen Miami 67

That's all you need do, to get \$5 Super-Grain Knywoodies with Mixini Contenst Finish Only Super-Grains have this Finish.

These pipes are made in all the shapes.

The Femous Drinkless Attechment eachsive with Keywoodie keeps your pipe sweeter spolar and drier Greatest angle approximant in pipe anology.



Synchro Stem opens outomotically with a rest of the largest—never gate stuck.

Deep metal litting unide short protects.

Short from breakage.

STEMBITER

KAYWOODIE

1 Super-Grain Kaywoodie



Newest KAYWOODIE

In the beautiful

MIAMI FINISH only

Thousands of pipe smokers like to "chew" on their pipes You KAYWOODIF gives them a month piere that WON'T BITE OFF Save, them from a Saves them money And they can "chew" all they like fout's good news to toen who know KAYRODDIE und estern its superior smoking qualities. Stendarter KAYW000HE has all the register KAYW00DIE features plus its execusive "tidesproot" bit

HOW TO ORDER Refer to pages headed "Shapes" to see the different shapes and shape numbers. Write down the world STEMBITER and after it the shape number or numbers that you want, like this

> Dozen Stembster 08 Dozen Membiter 67

That's all you need do to get \$5 Seminter Kay. woodles. These pipes are made only in the fol-Justing stapes

05, 06, 01, 08, 11, 13, 14, 22, 28, 29, 31, 32, 33, 41, 42, 51, 67, 78, 80, 08B, 09B, 10B, 50B, 52R



construct pat per ling that er and elementationes de un constitution in the tachere a ril parvise all piece is latten. with a literactor as houled up to me work spread it and presents it me the thirty of other spot.

> you are anywhole seems your pipe. beaver policient and an en Greatest single



Synch a-Stern opens aviametrically with a timp of the lingers, never gets stock Deep metal lifting wards shark protects. brack from breakage.



Introducing an Entirely NEW PRINCIPLE in Pipe-Smoking ... UPDRAFT

HOW TO ORDER. Write down the word "Corburctor", and after it the shape number or muniters that you want, like this

Dozen Carburetor 08 Dozen Carburetor 67

That's all you need do, to get 14 Carburetor Kaywoodies. Carburetor Kaywoodies have the new "Tobacco Brown" hinish shown above they are the only pipes that have this finish. They are also made in the regular "Thorn" finish shown on another page

Carburetor papes are made only in the following shapes: 01°, 03°, 04°, 05°, 06°, 07°, 08°, 11°, 13°, 14°, 17°, 22°, 20°, 31°, 40°, 11°, 42°, 50, 51°, 67°, 86°, 82 85, 66°, 05B, 38B, 09B°, 10B, 13B, 16B, 1B, 19B, 20B, 20B, 50B°, 52B°. The Thorn binish Carburetor is made only in the shapes marked with asterisk (1°), above.

DRINKLESS ATTACHMENT SYNCHRO-STEM Carburetor Kaywoodie (U. S. Pat. No. 2,082,106) has the following advantages:

A. Its Perfect Mixture (of Air and Smoke) improves the flavor, taste, and aroma—because the tobacco burns better.

Its Perfect Mixture (of Air and Smoke) keeps your bowl dry even with constant smoking.

- C. Its Perfect Mixture (of Air and Smoke) keeps your smoke cool, and will not burn your tongue no matter how fast you smoke.
- D. Its Perfect Mixture (of Air and Smoke) takes the rawness out of any tobacco.

The patented Epdraft of the new Carburctor Knywoodie is the result of 5 years of steady, intensive experimentation. Now it's here—perfected. This new pape looks just the same as the regular Knywoodie, except that it has a "carburctor" hidden in the bottom of the bowl at breather at the bottom! It's MILD—mild enough for rigarette smokers! We ask all smokers to examine it at their dealer's—the new taste in pipes. Of course it has the famous Drinkless Attachment in the stem.



This is the famous "WALNUT" FINISH

HOW TO ORDER

to the pages headed "Shapes" to see the toront shapes and shape numbers A to lown the word "Walnut", and after the shap mamber or numbers that you said to ke this

> Dozen Walnut 68 Dozen Walnut 67

That - all you need do, to get \$3.50 Driek - Kaywo oldes with Walnut Finish Walnut Finish may be had in all Shapes.

that swept the country overnight. It has actually started an entirely new vogue for paper—its rich, warm brown is so good looking that smokers just had to have it—blends in perfectly with your brown suits, tweeds and brown hats—a personable, gentlemants pape that vou'll be proud to own. You feel smartly dressed when you're smoking Kaywoodie.

The famous Danklass Arachment exclutive with Kerwaodie Ascess your pipe sweets: cooler and 6-se: Greatest single improvement in single explains.



Synchro-Stem open automatically with a text of the linguis -never gets styck.

Deep metal fitting injude shorts protects



This is the "THORN" FINISH

HOW TO ORDER

Refer to pages headed "Shapes" to see the different shapes and shape numbers Write down the word "Thorn" and after it, the shape number he numbers that you want, like this

Dozen Thorn 08

Dozen Thorn 67

That's all you need do, to get \$3 50 Drinkless Knywoodies with Thorn Relief Grain) finish. Thorn knywoodies are made by a secret process exclusive with knywoodie, whereby the natural graming is brought out in relief, and the weight of the bowl is reduced by heat, through a special blasting process. Every pipe-smoker should have at least one Thorn pipe.

Thorn Finish may be had only in the following shapes:

01 17	02 18	03 22	04 26	05 27	06 28	07 29	08 31	10 32	11 33	13 38	14 40
41	42	43	45	46	47	50	51	53	54	59	61
62	63	65	66	67	69	76	78	79	80	82	83
84	85	86	895	93	И.	96	04B	061	3 (09B	11B
128	13	В	14B	50B	5	28	39	48	49	55	95

The Fattous Distribute Attachment, audiosive with Xaywoodie, keeps your pipe sweeter, cooler and diver Greatest single intercomment in pipe amolang.



Synchro-Stem opens automatically with a twist of the fingers—never guts stuck Deep metal fitting inside shark protects brior from breakage



This is the original "SUNTAN" FINISH

HOW TO ORDER

Refer to pages headed "Shapes" to see the in ferent shapes and shape numbers write down the word "Suntan", and after to the shape number or numbers that you want, like this

Dozen Suntan 08

Dozen Suntan 67

That's all you need do, to get \$3.50 Driekbess havecomes with Suntan Light him sh.

Suntae Finesh may be had in all shapes.

Originated by Kaywoodie, this wonderful light color brings out all the natural graining of the briar. Every man should have a pipe of this color as well as the darker pipes—just as you have more than one color suit. Well-dressed men use it especially as a "summer-pipe" to go with light-color fabrics.

The Foreign Drinkless Attachment eachiare with Knywoodic keeps your pipe sweeter social and that Greatest pingle preprovement in pape amaking.



Synchro Stee opens outomatically with a hard of the fingers—never gets stack. Deep matel fitting made short protects beet from breakage.



This is the "DARK" FINISH

HOW TO ORDER

Refer to pages headed "Shapes" to see the different shapes and shape numbers. Write down the word "Dark", and after it, the shape number or numbers that you want, like this

Dozen Dark 08

Dozen Dark 67

That's all you need do, to get \$3.50 Drink less-Kaywoodse with Dark (Cherry Red) Finish.

Dark Finish may be had in all shopes.

Not black, like ordinary pipes, but a rich cherry red which mellows and darkens with age. Kaywoodies are never over-stained and of course, never lacquered or varnished). Only the color that has been absorbed by the wood remains on the pipe—the rest is removed. That is why the natural graining always shows clearly.

The Forecast Drinkless Attachment exclusive with Kaywoodie heeps your prosweeter cooler and diver Greatest single improvement in pipe-tracking.



Synchro-Stem opens outomatically with a twist of the lingers—nover gets stock. Deco metal fitting made shank protects brior from brivaloge.



HOW TO ORDER

ter Calabash Kaywondie, write flown the

Plece (s) \$5

Piece (a) \$25

That's all you need do, to get I alabash Kav wendle in the price range you want So, \$7.50, 1.4, \$15 and \$25.

Calabash Kaywoodie is one of the coolest and sweetest amoking pipes in the world. And every inch a "show-pipe"—coloring magnificently as it is smoked. Every Calabash Kaywoodie is hand-made and hand-fitted by veteran pipe-craftsmen. The peers of their craft. Each is a whole gourd with an inner bowl (removable cup) of genuine meerschaum to hold the sweet burning tobacco, to the larger specimen \$25 Calabash Kaywoodies the inner bowl of pure fragile meerschaum is reinforced with a shell of briar, especially selected for the beauty of its gram. All gourds used in Calabash Kaywoodies are South African, the only kind suitable for pipes. Size, beauty and quality of the gourds govern the price which ranges from \$5 to \$25. No dyed-in-the-wool pipe smoker lives who doesn't want to own at least one of these specimen Calabash Kaywoodie pipes.

The Forceys Ormities, Attachment, each part of the Tagers—never gets stock.

Does well timing made short protects through the protect through the prote

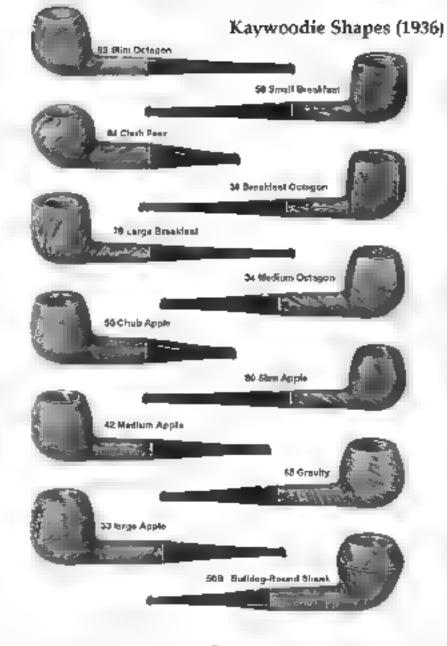








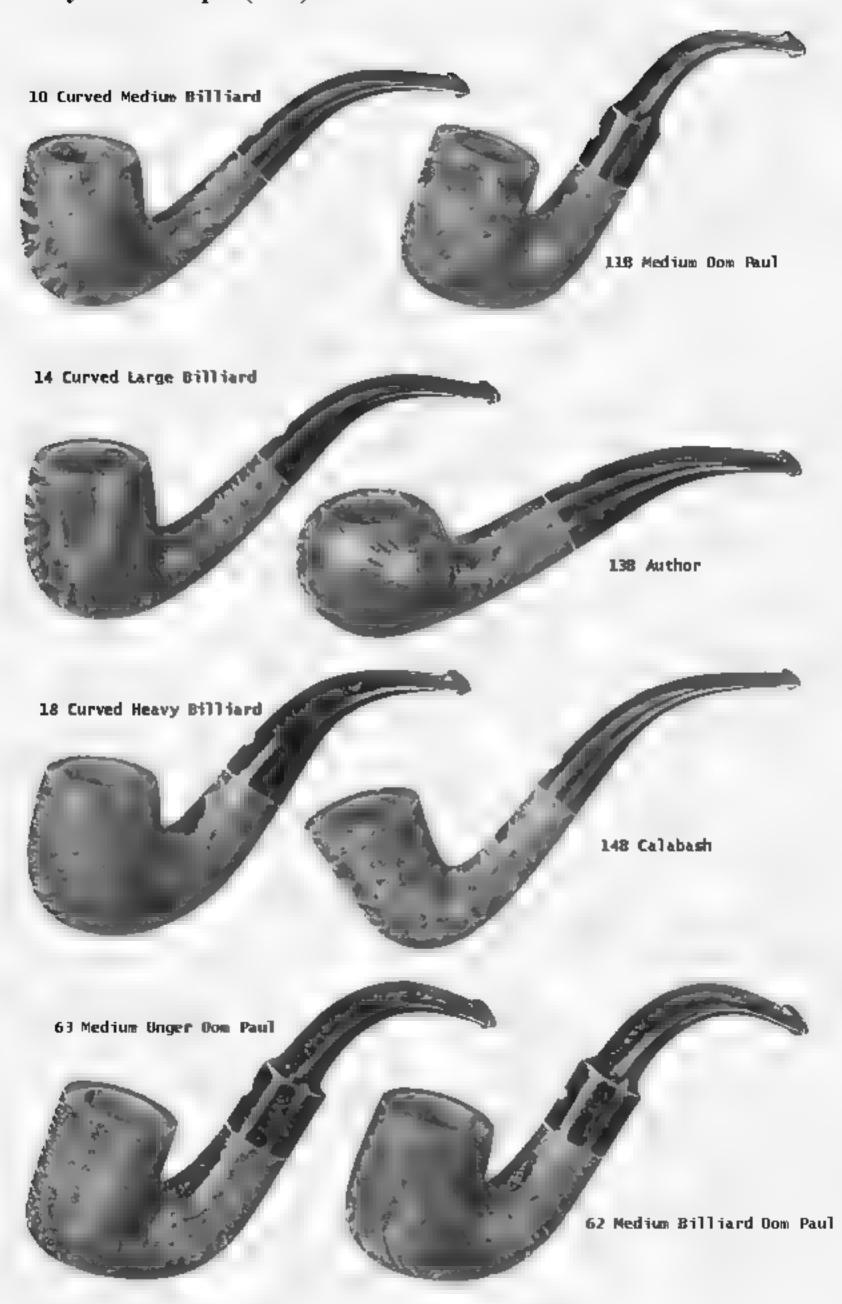








Kaywoodie Shapes (1936)



Kaywoodie Shapes (1936) 49 Large Unger Oom Paul 55 Curved Bad 95 Churchwarden 46 Large Billiard Oom Paul 45





